

Message Text

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E.O. 11652: N/A
TAGS: BBSR, PA
SUBJ: WTDR - MIGUEL ANGEL NAPOUT

REF: USDOC 14157

1. ADDRESS: EDIFICIO SEGESA, OFICINA 311, CALLE
OLIVA 393, ASUNCION, PARAGUAY. TELEX: 169PY PARA
NAPOUT. PHONE: 49813/46177. OFFICER: MR. ALCIDES
RIVEROS, GENERAL ACCOUNTANT.

2. MEDIUM SIZE FIRM ESTABLISHED 1963. EMPLOYS 120
OF WHICH 20 ARE ADMINISTRATIVE PERSONNEL, 20 SALES
PEOPLE AND 80 WORKERS. ACTS AS AGENT, DISTRIBUTOR,
IMPORTER, AND WHOLESALE OF CIGARETTES, CIGARS AND
ALCOHOLIC BEVERAGES.

3. FINANCIAL REFERENCES: BANCO ALEMAN TRANSATLANTICO
(DEUTSCHE UBERSEEISCHE BANK), CASILLA POSTAL 1426;
BANCO EXTERIOR S.A., CASILLA POSTAL 824; BOTH OF
ASUNCION, PARAGUAY. COMMERCIAL REFERENCES: PHILIP
MORRIS INC., 100 PARK AVENUE, NEW YORK NY 10017.

4. NO FOREIGN FIRMS REPRESENTED.

5. MIGUEL ANGEL NAPOUT, A CPA, HAS BEEN ENGAGED
IN MISCELLANEOUS BUSINESS SINCE AN EARLY AGE. IN
1963 HE STARTED TO IMPORT-WHOLESALE AMERICAN MADE
CIGARETTES AND SCOTCH WHISKY INTO PARAGUAY. AT THE
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SAME TIME HE STARTED TO BE ENGAGED IN WHAT IS LOCALLY

KNOWN AS THE "IN-TRANSIT" BUSINESS OF THESE TWO PRODUCTS. DULY AUTHORIZED BY THE PARAGUAYAN AUTHORITIES, NAPOUT AND OTHER OPERATORS MANAGED TO ESTABLISH CONTACT WITH ARGENTINE, BRAZILIAN AND URUGUAYAN BUYERS OF BOTH PRODUCTS WHICH PICK UP SHIPMENTS IN ASUNCION AND INTRODUCE THEM INTO THESE COUNTRIES WITHOUT THE PAYMENT OF DUTIES AND TAXES. IN 1970 NAPOUT OBTAINED AN ALMOST EXCLUSIVE MONOPOLY AND HE IS NOW THE EXCLUSIVE IMPORTER AND DISTRIBUTOR FOR THE "IN TRANSIT" TRADE OF LEADING FOREIGN CIGARETTES, SCOTCH WHISKIES, OTHER ALCOHOLIC BEVERAGES AND FOODSTUFF SPECIALITIES. NAPOUT, A SHREWD AND CAPABLE BUSINESSMAN, IS SOUNDLY INVESTING THE HIGH PROFITS OF HIS QUASI-MONOPOLY IN VALUABLE PIECES OF REAL ESTATE AND MISCELLANEOUS OTHER BUSINESS INTERESTS. HE OPERATES FROM ADEQUATE RENTED SPACE IN THE THIRD FLOOR OF A COMMERCIAL BUILDING LOCATED IN THE CENTER OF ASUNCION. HE OWNS AND OPERATES A CORPORATION WHICH HANDLES ALL THE ASPECTS OF HIS OPERATIONS AND WHICH HAS WAREHOUSES IN ASUNCION AND IN OTHER STRATEGIC LOCALITIES IN BORDER TOWNS. NAPOUT HAS A GOOD BUSINESS AND CREDIT RECORD THROUGH ALL THE YEARS HE HAS BEEN ENGAGED IN THIS PARTICULAR AND RISKY TYPE OF BUSINESS. TAKING INTO CONSIDERATION THESE ASPECTS OF HIS ACTIVITY, NAPOUT MAY BE CONSIDERED A SUITABLE TRADE CONTACT ON A CASH BASIS FOR U.S. SUPPLIERS.

6. SEPTEMBER 1975.

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